

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 DODE-00 NSAE-00 RSC-01 TRSE-00

AEC-11 CIAE-00 COME-00 DRC-01 /050 W
----- 130443

P 150800Z JUL 74

FM AMCONSUL BARCELONA

TO SECSTATE WASHDC PRIORITY 2844

INFO AMEMBASSY MADRID

UNCLAS BARCELONA 0520

E.O. 11652: N/A

TAGS: ESTC, SP

SUBJECT: REQUEST FOR P. L. EXPORT TRANSACTION CHECK

REF: STATE 147450, MANUAL ON ECONOMIC DEFENSE - PART 413

COMPONENTES ELECTRONICOS TECNOLOGIA AVANZADA, S.A., AKA
COMELTA, S.A. UNKNOWN TO D AND B AND UNLISTED IN LOCAL
TELEPHONE BOOK. POST HAS INTERVIEWED CARLOS KARSUNKE,
MANAGER OF COMELTA, WHO MADE THE FOLLOWING COMMENTS:

1. COMELTA WAS FOUNDED IN JANUARY 1974, HAS ITS HEAD
OFFICE IN MADRID, AND IS WHOLLY OWNED SUBSIDIARY OF ELECTRO
OPTICA, JUAN DE LA CIERVA, S.A., ALSO OF MADRID.

2. IMPORT TRANSACTIONS BY COMELTA, S.A. ARE CONDUCTED
BY ITS HEAD OFFICE. MR. KARSUNKE ASSUMES THAT A PURCHASE
IN THE DOLLAR AMOUNT QUOTED IN YOUR REFTEL MUST BE FOR
A GLOBAL ANNUAL ORDER BROKEN DOWN INTO PERIODIC DELIVERIES.

3. BARCELONA OFFICE IS MERELY PART OF FIRM S DISTRIBUTING
ORGANIZATION, HAS NO BUYING RESPONSABILITIES BUT ITS SALES
IN THE AREA ARE A HIGH PERCENTAGE OF FIRM S TOTAL VOLUME OF
BUSINESS.

4. ITS THREE MOST IMPORTANT LOCAL CUSTOMERS ARE ENCLAVAMIENTOS
Y SENALES S.A. (EYSSA) (WTDR-MAY 1973), TELESINCRO, S.A.
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(WTDR-MAY 1973), (RECENTLY ABSORBED BY PIHER, S.A.) (WTDR-

NOVEMBER 1972), AND MONOPLAT S.A. (WTDR-FEBRUARY 1973), ALL OF BARCELONA.

OFFICIALS OF THESE THREE COMPANIES ADVISE THEY ARE SATISFIED WITH THEIR SHORT TIME RELATIONSHIP WITH COMELTA, S.A., AND THAT THEY WILL CONTINUE TO BUY FROM COMELTA PROVIDED MARKET CONDITIONS REMAIN FAVORABLE. ON THE BASIS OF THE FOREGOING POST BELIEVES FURTHER CHECK ON SUBJECT EXPORT TRANSACTION, AND APPROPRIATE WTDR'S SHOULD BE COMPLETED BY AMEMBASSY MADRID.

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